

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Busan, South Korea

Pistachios

Monthly Market Share For: November 1997

Month\Year: 4.0 \ 35.5

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Cho Yang	75%	62%	13 Days	\$1,322	\$96 ¹		AI	AI					\$1,418
Senator	25%	3%	14 Days	\$991	\$96 ¹		AI	AI					\$1,087
Hanjin	0%	24%	13 Days	\$1,266	\$96 ¹		AI	AI					\$1,362
Yang Ming	0%	6%	15 Days	\$1,064	\$96 ¹		AI	AI					\$1,160

¹ Rate is per container

Average Container Rate \$1,335

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Pistachios

Monthly Market Share For: November 1997

Month\Year: 176.0 \ 665.9

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	37%	34%	13 Days	\$1,092	\$96 ¹			AI					\$1,188
Maersk	26%	25%	14 Days	\$1,092	\$96 ¹			AI					\$1,188
Hapag-Lloyd	19%	12%	17 Days	\$1,092	\$96 ¹			AI					\$1,188
COSCO	7%	8%	21 Days ⁵										
Hyundai	5%	5%	15 Days	\$800	AI			AI					\$800
Mitsui OSK	2%	8%	15 Days ⁵	\$1,092	\$96 ¹			AI					\$1,188
Senator	2%	2%	14 Days	\$1,036	\$96 ¹			AI					\$1,132
Hanjin	1%	2%	13 Days	\$800	AI			AI					\$800
APL	1%	0%	16 Days	\$1,092	\$96 ¹			AI					\$1,188
Yang Ming	1%	0%	15 Days	\$3,150	AI			AI					\$3,150

¹ Rate is per container

⁵ Transit time is based on departure from Los Angeles, CA.

Average Container Rate \$1,183

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Keelung, Taiwan

Pistachios

Monthly Market Share For: November 1997

Month\Year: 13.9 \ 30.9

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hapag-Lloyd	59%	49%	18 Days	\$974	\$96 ¹		8%	AI					\$1,148
Yang Ming	36%	26%	13 Days	\$745	AI		AI	AI					\$745
OOCL	6%	22%	15 Days	\$974	\$96 ¹		8%	AI					\$1,148

¹ Rate is per container

Average Container Rate \$1,004

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L.A./L.B./Oakland Ports To Manila, Philippines

Pistachios

Monthly Market Share For: November 1997

Month\Year: 1.0 \ 7.0

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>								<i>Size</i>	<i>ContainerRate</i>
					<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Madrigal	100%	100%	21 Days	\$1,010	\$80 ¹			\$270 ¹					\$1,360

¹ Rate is per container

Average Container Rate \$1,360

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L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Pistachios

Monthly Market Share For: November 1997

Month\Year: 2.0 \ 9.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate								Size	ContainerRate
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.		
Evergreen	100%	22%	14 Days										
Hapag-Lloyd	0%	44%	24 Days	\$1,536	\$96 ¹			AI					\$1,632
Maersk	0%	33%	20 Days	\$1,536	\$96 ¹			AI					\$1,632

¹ Rate is per container

Average Container Rate

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L.A./L.B./Oakland Ports To Singapore

Pistachios

Monthly Market Share For: November 1997

Month\Year: 30.7 \ 57.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	32%	28%	17 Days	\$1,292	\$96 ¹		13%	AI					\$1,556
Hanjin	23%	16%	17 Days	\$1,292	\$96 ¹		13%	AI					\$1,556
APL	20%	14%	20 Days	\$1,292	\$96 ¹		13%	AI					\$1,556
Maersk	10%	18%	18 Days ⁴	\$1,292	\$96 ¹		13%	AI					\$1,556
Cho Yang	7%	4%	18 Days	\$1,322	\$96 ¹		13%	AI					\$1,590
Hapag-Lloyd	3%	18%	24 Days	\$1,292	\$96 ¹		13%	AI					\$1,556
P&O Nedlloyd	3%	2%	25 Days	\$1,292	\$96 ¹		13%	AI					\$1,556
Yang Ming	3%	2%	20 Days	\$1,062	\$96 ¹		AI	AI					\$1,160

¹ Rate is per container

⁴ Transit time is based on departure from Long Beach, CA.

Average Container Rate \$1,547

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L.A./L.B./Oakland Ports To Tokyo, Japan

Pistachios

Monthly Market Share For: November 1997

Month\Year: 0.3 \ 30.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Evergreen	100%	27%	12 Days	\$1,287	\$96 ¹		39%	AI					\$1,885
Hanjin	0%	13%	10 Days	\$620	\$96 ¹		39%	\$453 ¹					\$1,411
P&O Nedlloyd	0%	13%	11 Days										
Yang Ming	0%	13%	10 Days	\$1,300	\$96 ¹		AI	AI					\$1,396
Hyundai	0%	10%	10 Days	\$716	\$96 ¹		39%	AI					\$1,091

¹ Rate is per container

Average Container Rate \$1,885